

NOVA SCOTIA - EXPORT SECTORS TO WORLD MARKETS

Food products, paper, fish, mining products, coal, primary metal products, transportation equipment and consulting services.

POTENTIAL NOVA SCOTIA EXPORT INTERESTS IN MEXICO

Honey, lobster, salmon, scallops, haddock, crab, coal, railway cars and parts, and steel rails.

NAFTA OPPORTUNITIES FOR NOVA SCOTIA

◆ Fisheries Products

The Mexican market for fish and shellfish products is expected to increase at an average annual rate of 3.5%, to reach \$1.4 billion by 1994. In addition, the early removal of Mexican tariffs for fish, including lobsters and other shellfish, as well as dried, prepared and smoked fish, will open doors for Nova Scotia exports of these products. The elimination of the import licence for lobster, which was the major barrier to accessing the Mexican market, will also be beneficial to Nova Scotia.

◆ Railway Equipment and Steel Rails

Mexico City alone is planning a \$180-million upgrade to its subway system. Increased liberalization in this area will provide opportunities for Nova Scotia companies such as Trenton Works and Sydney Steel. Sydney Steel is already providing steel rails for the Mexican market. (At certain times this company has provided as much as 80% of Mexico's needs.)

◆ Ferrous and Non-ferrous Metals

Mexico's overall imports in this sector amount to almost \$2 billion a year. This is expected to increase by as much as 14% a year over the next five years. Tariffs on coal, the province's current top export, will be eliminated immediately with increased opportunities for Nova Scotia exports.

◆ Forestry Industry

Early elimination of tariffs on some wood and pulp and paper products will make Nova Scotia's forest products industry more competitive in Mexico. It is estimated that the Mexican demand for pulp will grow by about 50% over the next 10 years.

◆ Food Products

Mexican agri-food imports expected to grow by 30%-40% per year. With Mexico's rising standard of living, imports of both commodity and specialty food items are expected to increase. Provides new export opportunities for Nova Scotia agricultural producers and processors.